

Message Text

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PAGE 01 TEGUCI 03164 052200Z
ACTION ARA-14

INFO OCT-01 ISO-00 AID-05 CIAE-00 COME-00 EB-08 FRB-03
INR-10 NSAE-00 ICA-11 TRSE-00 XMB-02 OPIC-03
SP-02 LAB-04 SIL-01 OMB-01 EUR-12 DODE-00 PM-05
H-01 L-03 NSC-05 PA-01 SS-15 AGRE-00 /107 W
-----025017 061041Z /16

R 052138Z JUL 78
FM AMEMBASSY TEGUCIGALPA
TO SECSTATE WASHDC 819
INFO USINT HAVANA
AMEMBASSY MANAGUA
AMEMBASSY SAN SALVADOR
AMEMBASSY GUATEMALA
AMEMBASSY SAN JOSE

C O N F I D E N T I A L TEGUCIGALPA 3164

EO 11652 GDS
TAGS: ETRD, PEPR, HO, CU
SUBJECT: CUBA SELLS CEMENT TO HONDURAS

1. A FOUR-MAN CUBAN DELEGATION ARRIVED JULY 2 AND BY JULY 4
HAD COMPLETED NEGOTIATIONS FOR THE SALE OF 20,000 TONS CEMENT
TO HONDURAS. CUBAN DELEGATION HEADED BY MICHAEL VASQUEZ
MONTES DE OCA, DIRECTOR FOR LATIN AMERICA OF MINISTRY OF
TRADE. SALE VALUED AT OVER ONE MILLION DOLLARS REPORTEDLY MADE ON
COMMERCIAL TERMS AGAINST LETTER OF CREDIT AND PAYMENT WILL BE
IN CANADIAN DOLLARS.

2. BOTH CUBANS AND HONDURANS TALKED OF POSSIBILITY FOR FUTURE SALES
OF OTHER ITEMS, INCLUDING BEANS AND WOOD, BUT ONLY IN GENERAL
TERMS. THIS SALE RESULTS FROM HONDURAS' GROWING SHORTAGE OF CEMENT
BECAUSE OF CONSTRUCTION BOOM (AND SOME BLACK MARKET LEAKAGE TO
GUATEMALA).

3. COMMENT: MINECONOCMY TOLD EMBOFF CUBA OFFERED BEST
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PAGE 02 TEGUCI 03164 052200Z

PRICES AND DELIVERY TERMS. THIS IS THE FIRST TIME HONDURAS
HAS TRADED WITH CUBA IN SOME YEARS, AND WHILE FURTHER TRADE
WAS DISCUSSED, THE SALE APPEARS A ONE-SHOT AFFAIR TO MEET
AN IMMEDIATE NEED.
JARAMILLO

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SALES, CEMENT, TRADE AGREEMENTS
Control Number: n/a
Copy: SINGLE
Draft Date: 05 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978TEGUCI03164
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780277-0200
Format: TEL
From: TEGUCIGALPA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780793/aaaadatb.tel
Line Count: 60
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: aefafb7a-c288-dd11-92da-001cc4696bcc
Office: ACTION ARA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 11 jul 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2111604
Secure: OPEN
Status: NATIVE
Subject: CUBA SELLS CEMENT TO HONDURAS
TAGS: ETRD, PEPR, EEWT, HO, CU
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/aefafb7a-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014